PHILIP MORRIS PRODUCTS INC.

INTER-OFFICE CORRESPONDENCE

Richmond, Virginia

To: . Barbara S. Mait Date: January 16, 1990

From: . Susan W. Laffoon

Subject: . Accomplishments For 1989

I. INTERNATIONAL

A. Objective: Coordinate the receipt and testing of samples from P.M. International submitters. Review, interpret and report international data to the Tobacco Technology Group, Product Development and P.M. International licensees and subsidiaries.

Status: A total of 5224 international samples (all types) were tested in 1989, a 1% increase over the total number received in 1988. 576 routine (Test #) international reports were issued in 1989. There was an increase of 8% in the number of routine (Test #) samples received in 1989, which is attributed to the monthly samples received from the Japanese market. Samples submitted for international product development increased 4%. The 1989 international sample totals are reported below by request type:

Routine O-codes (Test #)	Non-routine O-codes	D-codes (Product Development)	P,Z,F-codes (Materials Evaluation)
3209	1393	588	34

B. Objective: Consolidate P.M. and competitive brand data for the Japan C.I. Report.

Status: In 1989, the Japan C.I. Report was issued quarterly.

Report #8, March 1
Report #9, June 1
Report #10, September 1
Report #11, December 1

The content and format of the Japan C.I. Report were modified in December. The following tables were removed: listing of tar and nicotine data generated by TIOJ, brands ranked by gas phase smoke index, firmness, humectant content by manufacturer, critical cigarette defects, and tobacco utilization. A minor brand section was added to the report.

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Source: https://www.industrydocuments.ucsf.edu/docs/qpjm0000

I. INTERNATIONAL (CONT.)

Twenty-five new introductions to the Japanese market were highlighted in the Japan C.I. Report during 1989. Nine of these products were manufactured by Japan Tobacco, Inc. and four were U.S. exports.

Japan Tobacco, Inc.
Cabin Mild KS 20's (Box)
Cabin Super Mild KS 20's (Soft Pack)
Marlboro KS 20's (Box)
Mild Seven Super Lights KS 20's (Soft Pack)
Claris Lights KS Menthol 20's (Soft Pack)
Sometime Lights KS Menthol 10's (Box)
Epique Superslim 100 Menthol 20's (Box)
Beside KS 20's (Soft Pack)
Peace International 95 20's (Box)

R. J. Reynolds
Camel Lights KS 20's (Box)
Vantage KS 20's (Soft Pack)

Brown & Williamson
Lucky Strike Milds KS 20's (Soft Pack)
Kent Deluxe Milds 100 20's (Box)

F. J. Burrus, Inc., Switzerland
Parisienne Mild KS 20's (Box)
Pierre Cardin Lights 100 20's (Box)

The London Tobacco Company, England
London Lights KS 20's (Box)
Ducal KS Menthol 20's (Box)

S.E.I.T.A. (previously the French monopoly)
Gitanes Lights KS 20's (Soft Pack)

The American Cigarette Company, Ltd. (subsidiary of Rothmans)
Vogue Superslims 100 (Plain & Menthol) 20's (Box)
Peter Stuyvesant KS 20's (SP)

The House of Craven (subsidiary of Rothmans)
Craven 'A' Super Mild 100 20's (Box)
Craven 'A' 100 20's (Box)

Kumming Cigarette Factory, China
San Chi KS 20's (SP)

Yuxi Cigarette Factory, China
Shiwn KS 20's (Soft Pack)

Eleven brand modifications were highlighted in 1989; all of which were for brands produced by Japan Tobacco, Inc.

In order to comply with the Japanese government's requirement in 1990 that "all paper-rolled tobacco products domestically marketed" be labeled with tar and nicotine data, the monthly samples from the Japanese market were smoked by both FTC and TIOJ methods for three consecutive months. The data were reported to Japan Product Development in November and updated in December.

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II. COMPARISON OF SMOKING PROCEDURES

Objective: Compare the data obtained from the FTC smoking procedure with data from other smoking procedures.

Status: In May, correlation curves for tar and nicotine data were generated for the FTC method versus the ISO, UK, Canadian, Australian (CPM), DIN and TIOJ smoking methods.

III. MARKET SAMPLE #31 - TITL VERSUS PHILIP MORRIS

Objective: Compare the tar, nicotine and CO deliveries generated by TITL and Philip Morris for Market Sample #31.

Status: The results of Market Sample #31 were reported in the memo, "Comparison of Tar, Nicotine and Carbon Monoxide Deliveries for Market Sample #31: TITL versus Philip Morris", April 10, 1989.

IV. U.S. TESTING

Objective: Assist with certification of cigarette brands.

Status: In November, ten cigarette brands for Thailand were smoked for certification by U.S. Testing. The smoking data were gathered in RS/1 file format, and statistics were generated. The results were reported to U.S. Testing.

V. MONITOR CALIBRATION

Objective: Assist the C.I. Section with the calibration of smoking monitors.

Status: The FTC smoking data for IM#13 and LDM#6 and the ISO smoking data for IM#13 and M#2 were gathered in RS/1 file format and sent to Dick Jones for calibration. A memo reporting the FTC smoking specifications for Industry Monitor #13 (IM#13) was issued December 12.

VI. ADDITIONAL REPORTS

A. Generic Cigarette Report - Updated in September

B. Results of Three Interlab Studies Conducted by TITL, September 21, 1989 (A summary of the results from studies conducted July 1988, October 1988 and April 1989)

C. Interim C.I. Highlights - August, 1989

D. Monitor #25 and Low Delivery Monitor #5 Data for August and September, 1989

E. Industry Monitor #13 and Low Delivery Monitor #5 data for November, 1989

F. Cigarette Information Report - September, 1989

G. Unidentified Consumer Panel Cigarettes (X9HB & X9HD)

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H. Interim C.I. Highlights - October, 1989

I. Advertised versus FTC Tar Values for Philip Morris Products, November 7, 1989

VII. SAFETY

Objective: To act as Safety Committee representative for CTSD.

Status: In 1989, I attended the R&D Safety Committee meetings and conducted and reported the monthly safety inspections for CTSD. I provided safety orientation for all new employees. Various safety programs were presented at the monthly division meetings and section meetings.

VIII. TRAINING

I attended "IBM PC Operation for New Users" on December 1. This full day class is a general introduction to IBM desktop microcomputers and is required as a prerequisite for Lotus 1-2-3.

Susan Taffoon

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